

NVT Phybridge Switch Innovation Allows IT Director at Large Financial Institution to be in Full Control of VoIP Migration

CASE STUDY

Graceful deployment of IP Telephony made possible by the NVT Phybridge Single Pair Long Range PoE Switch.

Executive Summary

Large Financial Services Institution
Industry: Finance
Location: Multi-Location Enterprise

CHALLENGE

- Deployment of IP telephony in a repeatable, predictable manner across multiple locations.
- Implementation of more effective call recording.
- Simplifying migration without LAN upgrades or business disruptions.
- Incorporation of existing infrastructure with new IP telephony.

SOLUTION

- NVT Phybridge leveraged existing two wire telephony infrastructure to provide a parallel IP voice network with POE.

RESULTS

- Non-disruptive deployment in less than an hour.
- Cost effective hybrid deployment.
- Repeatable, predictable process across all locations.
- Graceful migration.
- Lower capital and operating costs.
- No special expertise required.
- Dedicated voice network allowing for greater business continuity.
- User confidence.

PRODUCT LIST

NVT Phybridge Switch Series

"We moved to the Mitel 3300 UC solution for a number of reasons, we needed to upgrade our existing Auto-mated Call Distribution (ACD) and upgrading our existing TDM system was cost prohibitive. As well, our sales force wanted to be in closer touch with their clients, so the Teleworker, Mobile Extension & Hot Desking features of the system were very attractive to us. We also needed to implement more effective call recording; this was very easy and cost effective with the Mitel system," said the IT Director, Large Financial Institution.

Challenge

The challenge was that the firm had decided they wanted to roll out IP Telephony gradually with a total of 40 IP telephony handsets on three different floors. Converging their voice onto the data network was too expensive, too complex and ripping and replacing the LAN was not an option.

"We couldn't endure the costs or disruption to our offices to get there, it was a real challenge," said the IT Director. It was then that he turned to NVT Phybridge for a solution to migrate users seamlessly and without risk. The NVT Phybridge solution allowed the firm to gracefully deploy its new IP sets on the existing "single pair" wiring; easily combining the new IP hand-sets with the remaining digital sets. This unique solution created a risk-free, low cost alternative to ripping and replacing their LAN to enable the new UC applications.

"Rebuilding our LAN was not an option; we had decided as an organization that we were not ready to converge the voice and data applications together on our network, the risks and costs were too high, we were really stuck."

Solution

With the NVT Phybridge solution, the Mitel UC platform was easily installed as the new phones were simply plugged into the existing phone jacks. Overall the implementation was low risk and done in a fraction of the time and cost of the rip and replace alternative.

"This is a wonderful example of how companies are no longer forced to take a leap of faith with high expense and disruption before being able to trial the IP telephony solution. The IT Director was able to be in full control over the graceful deployment of IP telephony with no business or data network disruptions. Ultimately it's their name on the line with the employer if something goes wrong with the deployment. We are pleased to help enable the IT Director and our Mitel partners deploy IP telephony quickly and easily. NVT Phybridge allows them to focus on productivity enhancing applications and not the stresses of getting a data network voice ready. The NVT Phybridge solution creates a winning combination of Low Cost and Low Risk to organizations who want the value of VoIP but can't bear the expense or disruption of infrastructure upgrades," said John Croce, CEO of NVT Phybridge.

"In today's tough economic times we are constantly being asked to do more with less and the combination of NVT Phybridge and Mitel achieved that for us" said the IT Director.

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“IP Telephony Deployment With NVT Phybridge Was Quick And Easy—Allowing Us To Migrate To VoIP on our Terms.”

IT Director, Large Financial Service Institution

Results

NVT Phybridge can enable your business plans to deliver the benefits of UC on time and on budget. NVT Phybridge provides a risk free decision that leverages your existing telephony wiring assets to achieve greater productivity and customer service through Unified Communications. The predictable nature of the NVT Phybridge switch and the point to point topology of the existing SINGLE PAIR telephone cabling allows companies to standardize deployments when rolling out multiple offices. Customers want a graceful migration option deploying IP endpoints on their terms and at their pace. Until now, hybrid digital and IP phone deployments were difficult for both providers and customers to justify. NVT Phybridge enables both hybrid and complete IP Telephony deployments by putting the provider and customer in the driver seat. This financial service firm was able to complete their initial deployment of 40 IP phones on three different floors with no business or LAN disruptions.

IP telephony deployment was stress free, quick and easy with NVT Phybridge. The IT director was concerned with the potential LAN and business disruption associated with converging voice networks onto data networks and was not comfortable with the short term deployment risks. With NVT Phybridge, the IT director was able to be in full control of deployment eliminating any risks and stresses to himself and his company. Here is how he did it.

The IT director started by deploying only his new IP phone first. Remember, the NVT Phybridge solution leverages the existing point-to-point topology of existing phone cabling. This means that from every end point (digital or analog phone) back to the wiring closet is a dedicated pair of wires that provide the signaling and power for that specific phone. He identified the phone wiring from his office in the central closet and moved those wires to a separate connector (bix block) that was connected to the switch. The NVT Phybridge switch was connected to the IP PBX. He was up and running with his new IP phone in minutes. He tested the voice quality, features and functionality for himself and later that afternoon moved over 4 additional users applying the same deployment process. He was in full control of a graceful deployment with no business or LAN disruptions and focused his energies on training users on features and functionality of their new system.